

## Message Text

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PAGE 01 CARACA 02637 272050Z

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ACTION ARA-20

INFO OCT-01 EUR-25 ISO-00 AID-20 CEA-02 CIAE-00 CIEP-02

COME-00 DODE-00 EB-11 FEA-02 FPC-01 H-03 INR-10

INT-08 L-03 NSAE-00 NSC-07 OMB-01 PM-07 RSC-01 SAM-01

SCI-06 SPC-03 SS-20 STR-08 TRSE-00 DRC-01 PA-04

USIA-15 PRS-01 /183 W

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FM AMEMBASSY CARACAS

TO SECSTATE WASHDC 3163

INFO AMEMBASSY LONDON

AMEMBASSY THE HAGUE

C O N F I D E N T I A L CARACAS 2637

EO 11652: GDS

TAGS: ENRG VE

SUBJECT: VISIT OF SHELL PRESIDENT

1. PRESIDENT OF ROYAL DUTCH SHELL, GERRIT A. WAGNER, VISITED VENEZUELA THIS WEEK FOR A WORKING SESSION WITH DIRECTORS OF SHELL OF VENEZUELA AND TO CALL ON TOP VENEZUELAN OFFICIALS. ON MARCH 24, WAGNER, ACCOMPANIED BY SHELL OF VENEZUELA PRESIDENT KENNETH WETHERELL, CALLED ON PRESIDENT CARLOS ANDRES PEREZ AND MINISTER OF MINES AND HYDROCARBONS VALENTIN HERNANDEZ. EMBASSY HAS DISCUSSED RESULTS THESE TALKS WITH DIRECTOR OF SHELL VENEZUELA. I DINED WITH WAGNER AND WETHERELL LAST SUNDAY NIGHT.

2. DISCUSSION WITH PRESIDENT PEREZ WAS VERY GENERAL IN NATURE. MAIN IMPRESSION WAGNER CAME AWAY WITH WAS THAT PRESIDENT PEREZ AND AD GOVERNMENT ARE DETERMINED TO MAKE THEIR OWN DECISIONS ON PETROLEUM REVERSION AT THEIR OWN PACE AND ARE NOT TO BE STAMPEDED BY POLITICAL PRESSURES GENERATED BY OPPOSITION PARTIES. WAGNER WAS ALSO VERY FAVORABLY IMPRESSED BY RESPONSIBLE ATTITUDE  
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PAGE 02 CARACA 02637 272050Z

AND APPARENT COMPETENCE OF PRESIDENT PEREZ. THEY EXPECT HE WILL

PROCEED, AS HE HAS SAID, PRAGMATICALLY AND DELIBERATELY TO DETERMINE BEST COURSE OF ACTION FOR VENEZUELA RE PETROLEUM REVERSION.

3. SPECIAL COMMISSION ON REVERSION, RECENTLY CREATED BY DECREE, WILL BE OF OBVIOUS IMPORTANCE IN DEALING WITH REVERSION PROBLEM. SHELL OFFICIALS, HOWEVER, ARE NOT YET CERTAIN EXACTLY WHICH ROLE GOVERNMENT WISHES COMMISSION TO PLAY. ONE VIEW WITHIN SHELL IS THAT COMMISSION IS INTENDED AS A SOUNDING BOARD, BROADLY REPRESENTATIVE OF INFORMED PUBLIC OPINION, WHICH COULD BE USED BY GOVERNMENT TO OBTAIN REACTIONS TO PROPOSALS THAT WILL ESSENTIALLY BE FORMULATED BY GOVERNMENT ITSELF. ANOTHER VIEW IS THAT GOVERNMENT TRULY DOES NOT YET KNOW HOW IT WOULD WISH TO ORGANIZE PETROLEUM INDUSTRY AFTER REVERSION AND INTENDS THAT COMMISSION WILL ACTUALLY DEBATE ALL ASPECTS OF QUESTION AND RECOMMEND A PROPOSAL TO GOVERNMENT.

4. PUBLICITY CONCERNED WITH VISIT OF SHELL PRESIDENT MAINLY EMPHASIZED SHELL'S FLEXIBLE ATTITUDE AND WILLINGNESS TO COOPERATE WITH VENEZUELAN GOVERNMENT IN LATTER'S EFFORTS TO WORK OUT NEW ARRANGEMENTS FOR RELATIONS BETWEEN OIL COMPANIES AND VENEZUELA. SHELL PRESIDENT DECLINED TO SPECULATE PUBLICLY ABOUT NATURE OF DESIRABLE ARRANGEMENTS AND SAID THIS IS DECISION FOR VENEZUELAN GOVERNMENT. HE SAID, HOWEVER, THAT SHELL IS READY TO EXPRESS VIEWS IF ASKED BY GOVERNMENT.  
MCCLINTOCK

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## Message Attributes

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**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** PETROLEUM INDUSTRY, VISITS, MEETINGS, PERSONNEL TRAVEL  
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**Decaption Date:** 01 JAN 1960  
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**Disposition Approved on Date:**  
**Disposition Authority:** GolinoFR  
**Disposition Case Number:** n/a  
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**Disposition Date:** 28 MAY 2004  
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**Status:** NATIVE  
**Subject:** VISIT OF SHELL PRESIDENT  
**TAGS:** ENRG, OTRA, VE, ROYAL DUTCH SHELL, (WAGNER, GERRIT A), (ANDRES PEREZ, CARLOS)  
**To:** STATE  
**Type:** TE  
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